

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### **JABO Metal Fabrication, Inc.**

#### **Georgia Manufacturing Extension Partnership**

#### **Jabo Metal Fabrication Opens The Doors For Business**

##### **Client Profile:**

JABO Metal Fabrication, located in Swainsboro, Georgia, is a manufacturer of rolled-form aluminum for the portable storage shed industry. The company began production in January 2002 and currently employs 12 people. Within a year, JABO expects to have a staff of 30.

##### **Situation:**

JABO Metal Fabrication (JABO)'s owner, Don Flanders, also owns Handi-House, a portable storage shed manufacturer. Handi-House produces approximately 40 aluminum storage units daily, and is one of six portable storage shed manufacturers within a 25-mile radius of Swainsboro. Heavy production volume requires a lot of aluminum, and Mr. Flanders founded JABO to meet demand. Mr. Flanders contacted the Georgia Manufacturing Extension Partnership (Georgia MEP), a NIST MEP network affiliate, for help evaluating locations and developing a facility design.

##### **Solution:**

Georgia MEP worked with JABO to address the primary location concerns: building shape and size, floor space, and adequate land for long-term facility expansion. Georgia MEP produced a proposed facility design for JABO to help Mr. Flanders decide whether or not to purchase the Swainsboro-Emanuel County Speculative Building. The company concluded that the site and the building--a 70,000 square foot facility in the Richard L. Brown Industrial Park--would meet both short and long term manufacturing requirements. After completing the facility design, Georgia MEP provided recommendations and assistance that helped transform the empty building into an operating business.

Production at JABO began in January 2002. The company currently employs a dozen people, and Mr. Flanders expects that number will grow to 30 within a year. JABO is expected to gross more than 100 percent of the initial investment used in start-up within the first year of operations, and is projected to grow to \$20 million in annual sales within five year. The start-up has meant an initial investment of more than \$5 million in raw materials, equipment, and property. Mr. Flanders estimates that the company will gross approximately \$6 million this year and hopes that JABO will grow to become a \$20 million company within five years.

##### **Results:**

[www.mep.nist.gov](http://www.mep.nist.gov)



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Invested \$5 million in raw materials, equipment, and property to start a new business.

Purchased and planned operating facilities.

Created 12 new jobs; anticipating the addition of 18 additional jobs within the first year.

Providing economic stimulus to established industry.

Estimating \$6 million in gross revenues this year.

Expected to gross \$20 million within five years.

### **Testimonial:**

"The Georgia Manufacturing Extension Partnership helped me with getting bids on my concrete needs, electrical work, and even making sure I had an efficient restroom--just about everything possible. The Georgia MEP program has been a big help to us and I'm going to involve them in any phase we go through."

Don Flanders, Co-Owner